

Message Text

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PAGE 01 DOHA 00813 080557Z

16

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 COME-00 AID-05 CIAE-00 DODE-00

PM-03 H-02 INR-07 L-03 NSAE-00 NSC-05 PA-01 PRS-01

SP-02 SS-15 USIA-06 OMB-01 /069 W

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R 080515Z JUL 75

FM AMEMBASSY DOHA

TO SECSTATE WASHDC 0652

AMEMBASSY MANAMA

C O N F I D E N T I A L DOHA 0813

E.O. 11652: GDS

TAGS: BEXP, QA

SUBJ: BROWN AND ROOT OFF TO BAD START IN QATAR

1. PROMINENT LOCAL CONTRACTOR HAS GIVEN US ACCOUNT OF WHAT APPEARS TO HAVE BEEN GENERALLY COUNTER-PRODUCTIVE VISIT TO QATAR BY BROWN AND ROOT REPS (REPS DID NOT CALL AT EMBASSY). SOURCE, WHO HAS ASSISTED BROWN AND ROOT IN PAST AND IS INTERESTED IN REPRESENTING FIRM HERE, NOTED THAT VISIT WAS IN CONNECTION WITH COMPANY'S INTEREST IN \$500 MILLION NGL PROJECT TO BE CONSTRUCTED FOR QATAR GAS CO. SOURCE SAID THAT REPS, WHO WERE FROM BROWN AND ROOT'S BAHRAIN OFFICE, FIRST MET WITH AMIR'S TECHNICAL ADVISOR, A FORMER BROWN AND ROOT EMPLOYEE WHO PLAYS MAJOR ROLE IN AWARDED OF MAJOR GOVERNMENT CONTRACTS. DURING MEETING, SOURCE SAID REPS INSISTED ON APPOINTMENT WITH AMIR. AFTER BEING TOLD THAT AMIR DOES NOT MAKE PRACTICE OF RECEIVING FOREIGN BUSINESSMEN, REPS ATTEMPTED BYPASS TECHNICAL ADVISOR ASKING AMIR'S OFFICE MANAGER (AND MINISTER OF INFORMATION) TO ARRANGE AUDIENCE. HE DECLINED AND WAS INFORMED BY REPS THAT SHAYKH ISA OF BAHRAIN WOULD CONTACT THE AMIR, SHAYKH KHALIFA, AND USE HIS INFLUENCE TO SEE THAT COMPANY GOT CONTRACT HERE.

2. ACCORDING SOURCE, WHO HAS CLOSE PERSONAL RELATIONS WITH
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PAGE 02 DOHA 00813 080557Z

TECHNICAL ADVISOR AND OFFICE MANAGER, BOTH WERE UPSET BY

BROWN AND ROOT REPS CAVALIER ATTITUDE AND TREATMENT OF THEM AS OFFICE BOYS. HE SAID REMARK ABOUT SHAYKH ISA'S INFLUENCE MOST UNFORTUNATE GIVEN STRAINED RELATIONS BETWEEN QATAR AND BAHRAIN. HE ADDED THAT DELEGATION FROM BROWN AND ROOT HEADQUARTERS IN HOUSTON EXPECTED IN DOHA SOON, AND EXPRESSED OPINION THAT WHILE COMPANY STILL IN RUNNING AFTER VISIT BY BAHRAIN CONTINGENT, SIMILAR PERFORMANCE WOULD SEAL FIRM'S FATE HERE.

3. COMMENT: WE UNABLE TO CONFIRM ABOVE ACCOUNT WHICH SOURCE SAID HE RECEIVED DIRECTLY FROM OFFICE MANAGER AND TECHNICAL ADVISOR. IF ACCURATE, HOWEVER, WE DEFINITELY AGREE THAT BROWN AND ROOT HAVE PUT THEMSELVES BEHIND EIGHT BALL. BOTH OFFICIALS ENJOY CONFIDENCE OF AMIR AND HAVE CONSIDERABLE AUTHORITY IN CONTRACT NEGOTIATION. IT UNLIKELY THAT FIRM WHICH WINDS UP ON WRONG SIDE OF THEM WILL DO MUCH BUSINESS HERE.

4. ACTION REQUESTED: WOULD APPRECIATE IT IF MANAMA COULD CONTACT BAHRAIN OFFICE OF BROWN AND ROOT AND SUGGEST THAT REPS CALL AT EMBASSY IF THEY VISIT QATAR AGAIN. IN LIGHT OF POSSIBLE VISIT BY TEAM FROM HOUSTON, WE REQUEST SAME MESSAGE BE PASSED TO THEM EITHER DIRECTLY BY DEPT OR THROUGH BAHRAIN OFFICE.
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Margaret P. Grafeld
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